



AVOCADOS PRODUCT MANAGER

Dole South Africa, one of the country's leading fruit exporters, recruits for an **Avocado Product Manager** to join our talented team of experts. This opportunity will suit a dynamic, seasoned professional looking for a challenging and rewarding career within a global environment. Reporting to the Citrus/Avocado Director, the location will be determined with the successful candidate. The purpose of this new role is the optimisation of procurement and sales activities of avocados.

Minimum knowledge and experience required to perform this job competently:

Education and Experience:

Formal tertiary qualifications with at least 8 – 10 years relevant work experience in the fruit and/or agricultural industry and an accomplished commercial track record with avocados.

Specific focus on the following Key Results Areas is essential:

Procurement

Managing procurement activities with responsible personnel as well as driving sourcing activities in other areas of South Africa in line with customer requirements and meeting procurement targets.

Ensuring that product procured complies with necessary accreditations for retail clients.

Provide innovative solutions to drive a rapid and sustainable “upscale” to the business.

Ensure that procurement activities support the relevance of Dole's position and drive the value proposition at the farm gate.

Sales

Collaborate with Key Account Managers managing the avocado portfolio to ensure profit optimisation as well as managing sales to optimize returns to growers.

Support efforts on market development in both traditional markets and developing/new regions – outside of Europe and the U.K.

Collaborate with Key Account Managers and supply chain staff to ensure quickest route to market.

Ensure that growers are paid accurately and timeously.

Other

Inputs on protocols used as well as necessary deviations to ensure sound arrival.

Monitor fruit arrival quality with FSQA team to ensure best practice for sound arrival.

Overarching strategy for growth of the commodity in line with DSA's volume and EBITDA requirements

Attributes / Requirements:

Ambitious • convincing • collaborative • knowledgeable • mental agility • focused, detailed • applicable software literacy • team player • deadline driven • disciplined • creative & entrepreneurial.

Submit your application and expected remuneration via email to: hr.sa@dole.com or online at <https://www.dolesa.co.za/working-here/>. **Closing date for applications: 22 March 2024.**

The appointment will be made in line with our Employment Equity Policy. Should you not hear from us within two weeks of the closing date, kindly regard your application as unsuccessful.